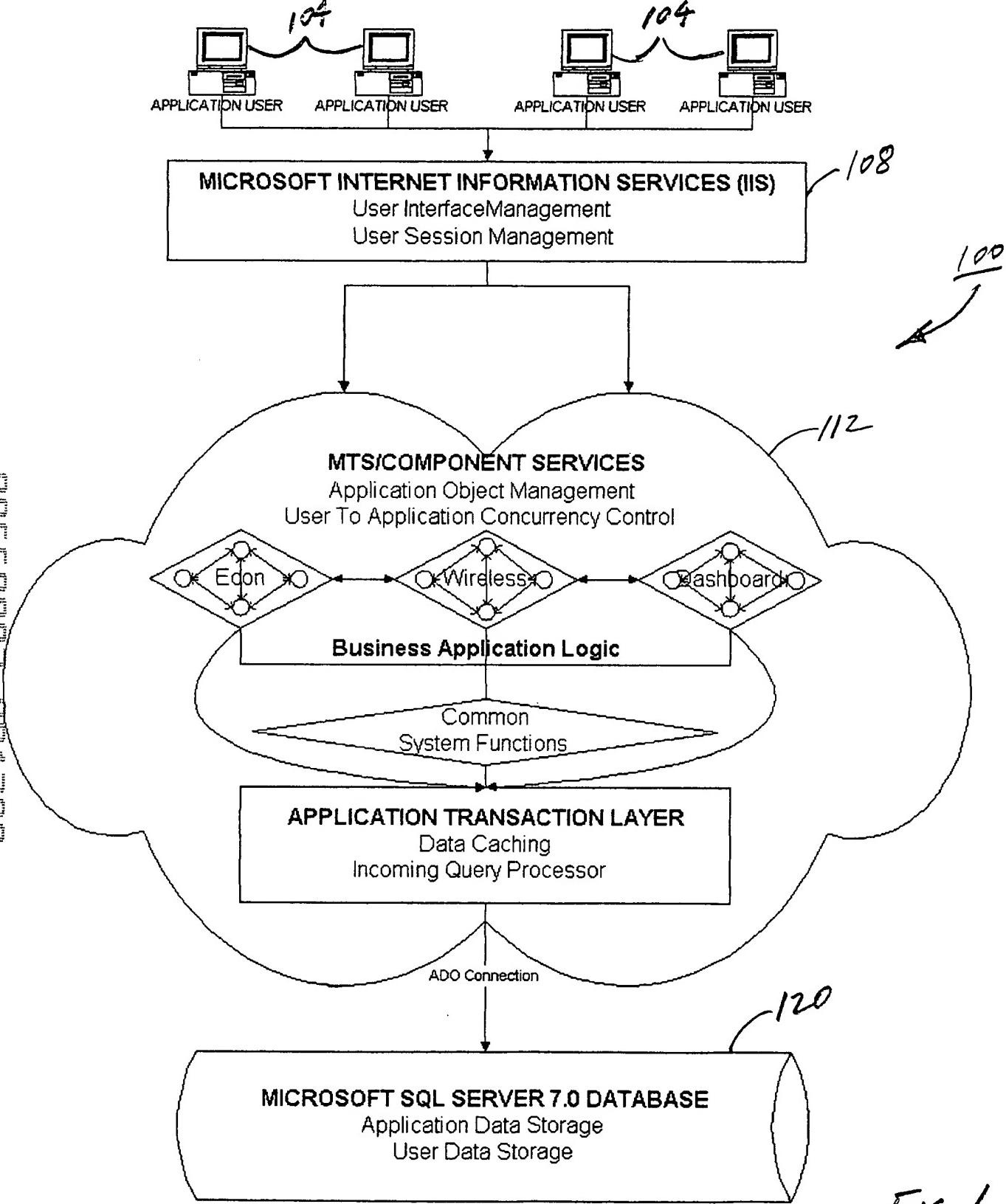
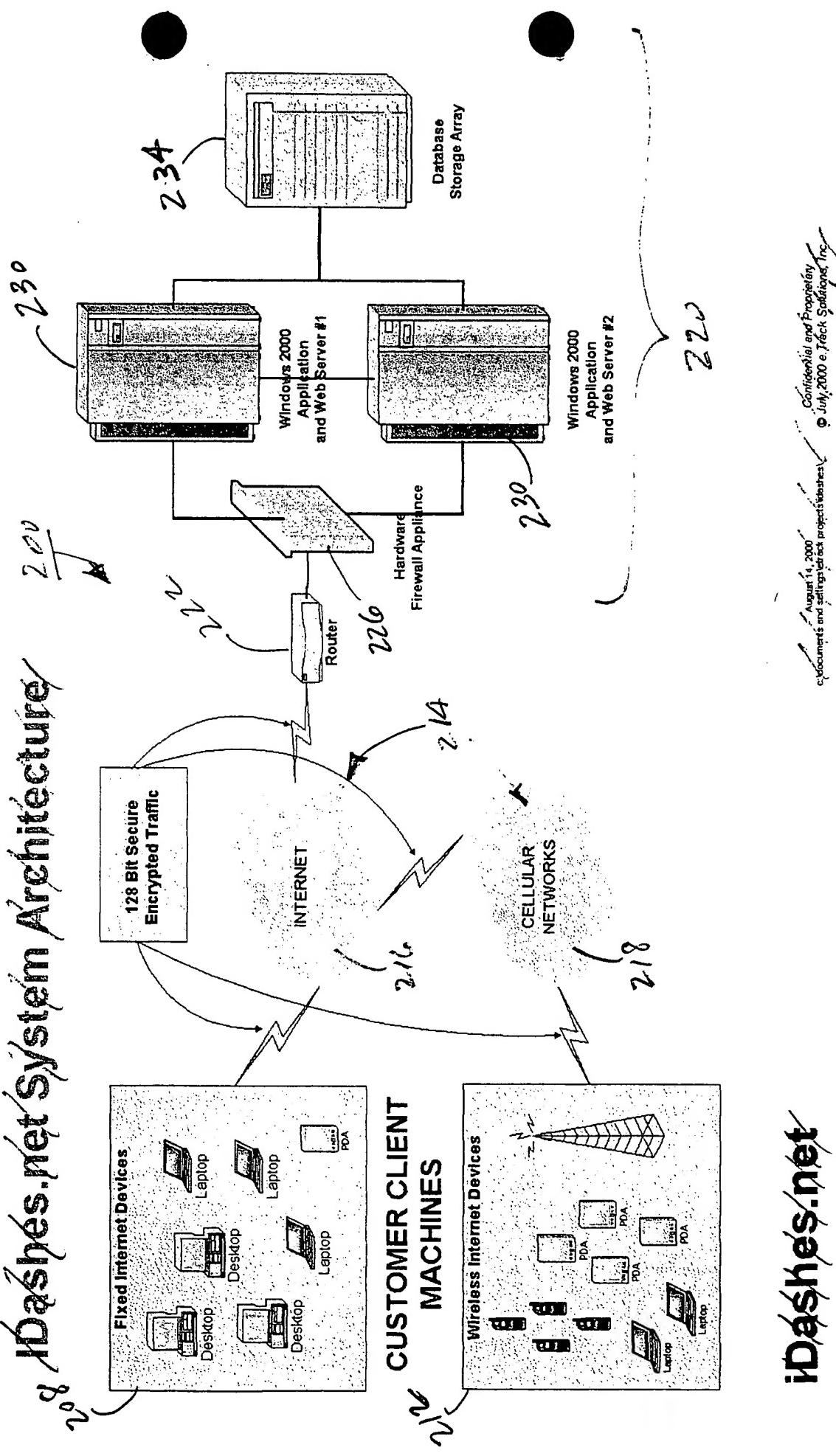


iDashes.net Application Architecture



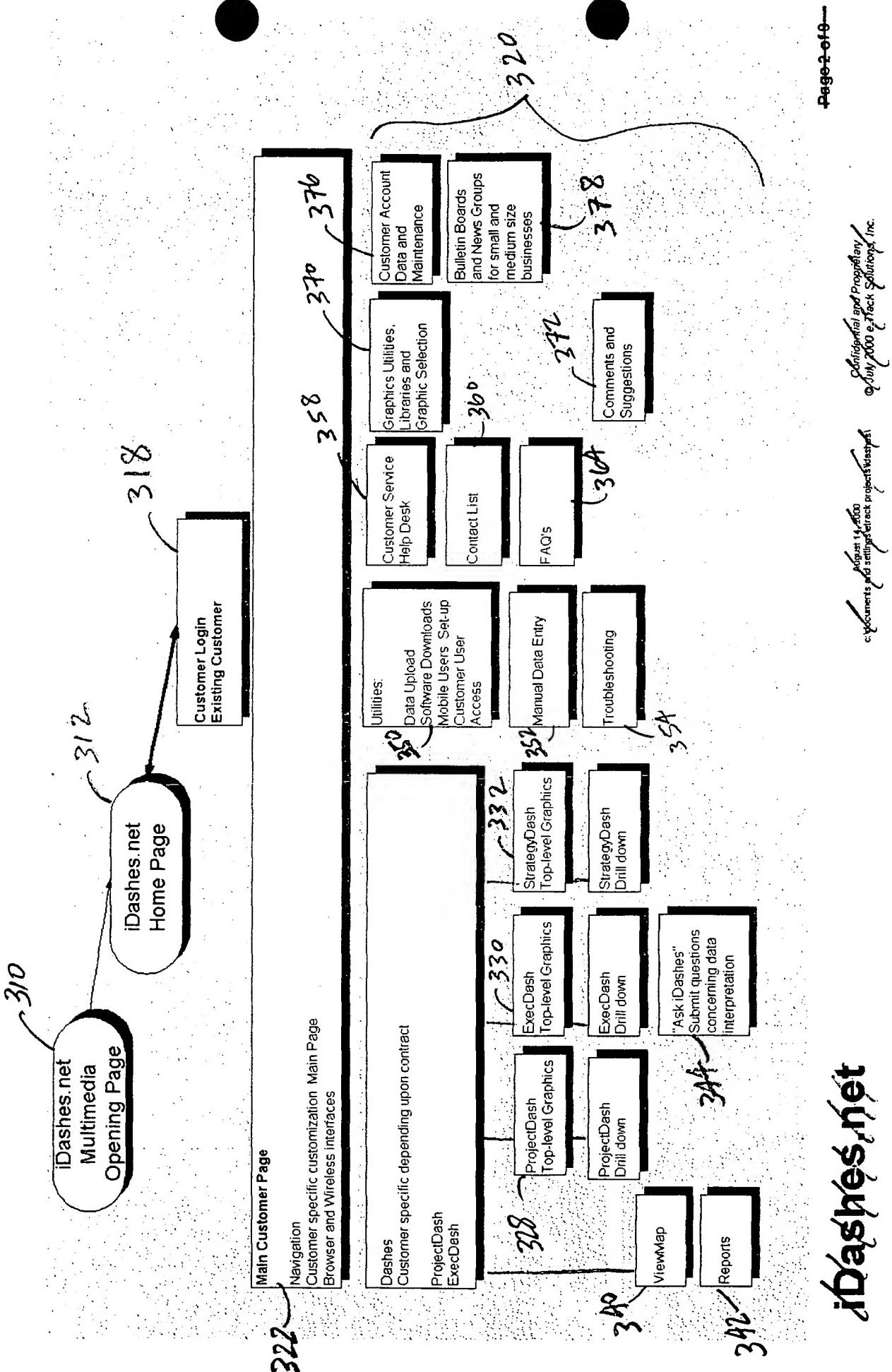
Dashés.net/Systém Architektury



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Fig. 2



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Documents and settings for direct project support
Project 14000

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Page 2 of 9

F16.3

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Preliminary Web Site Overview

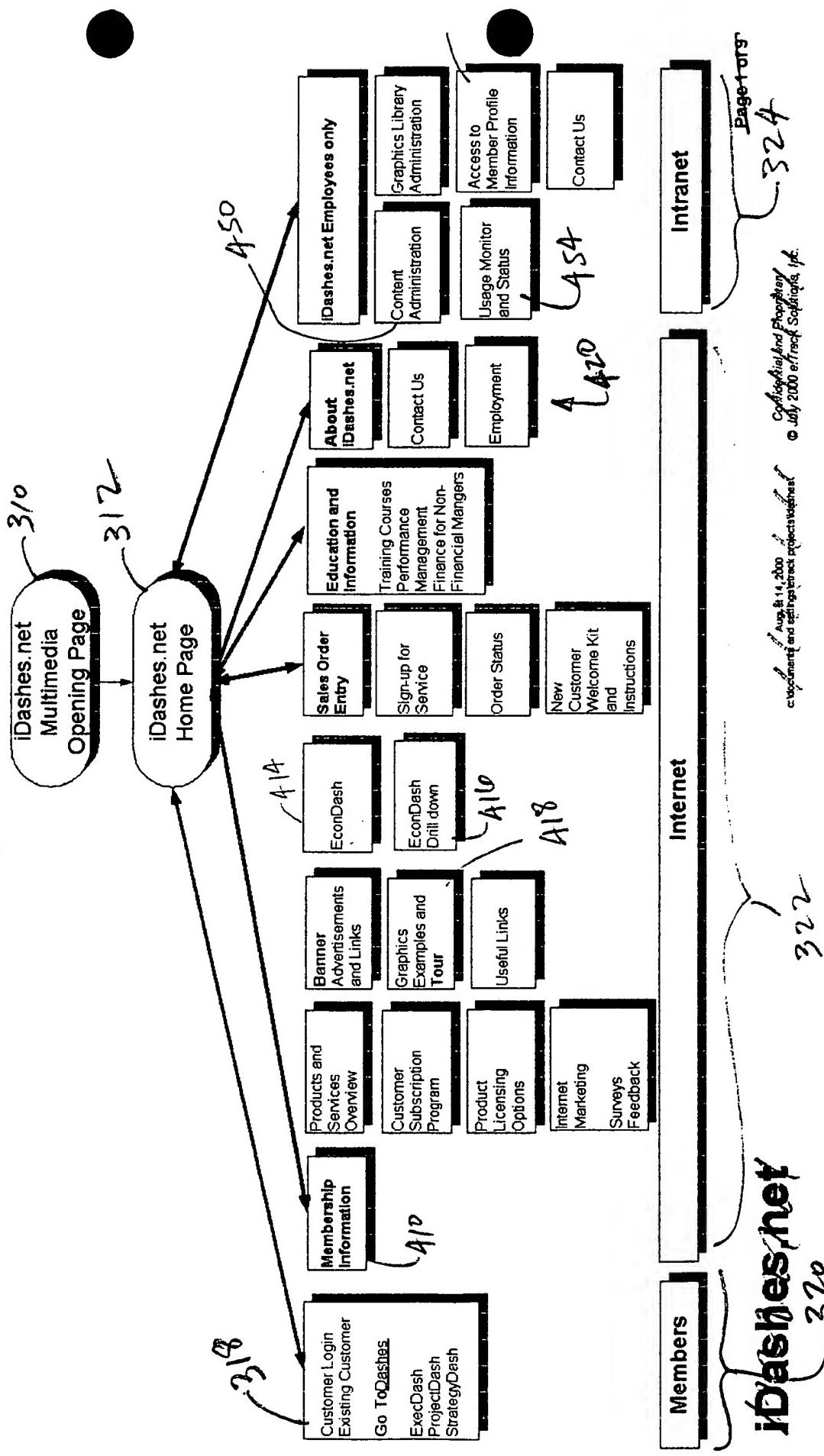
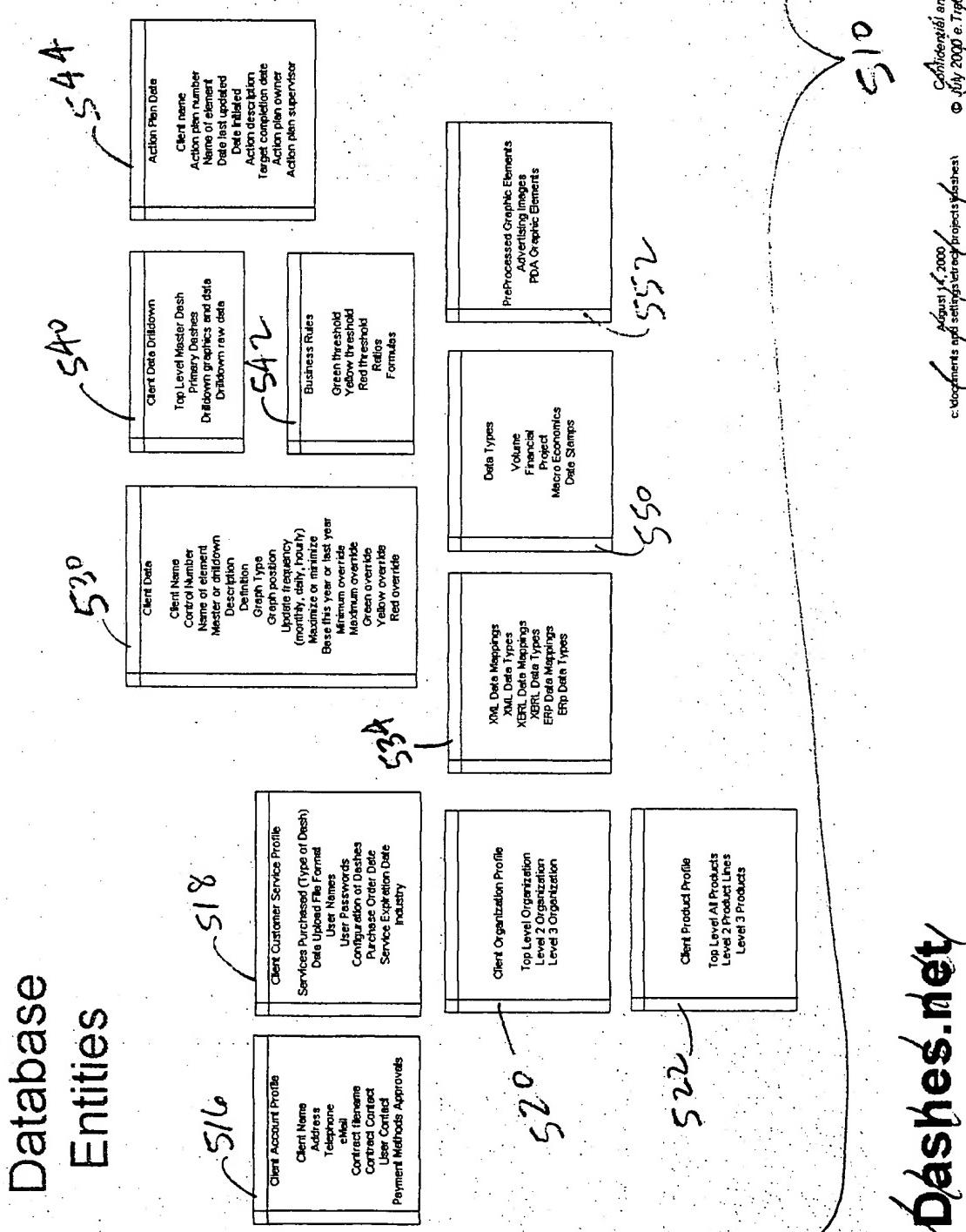


Fig. 4

Database Entities

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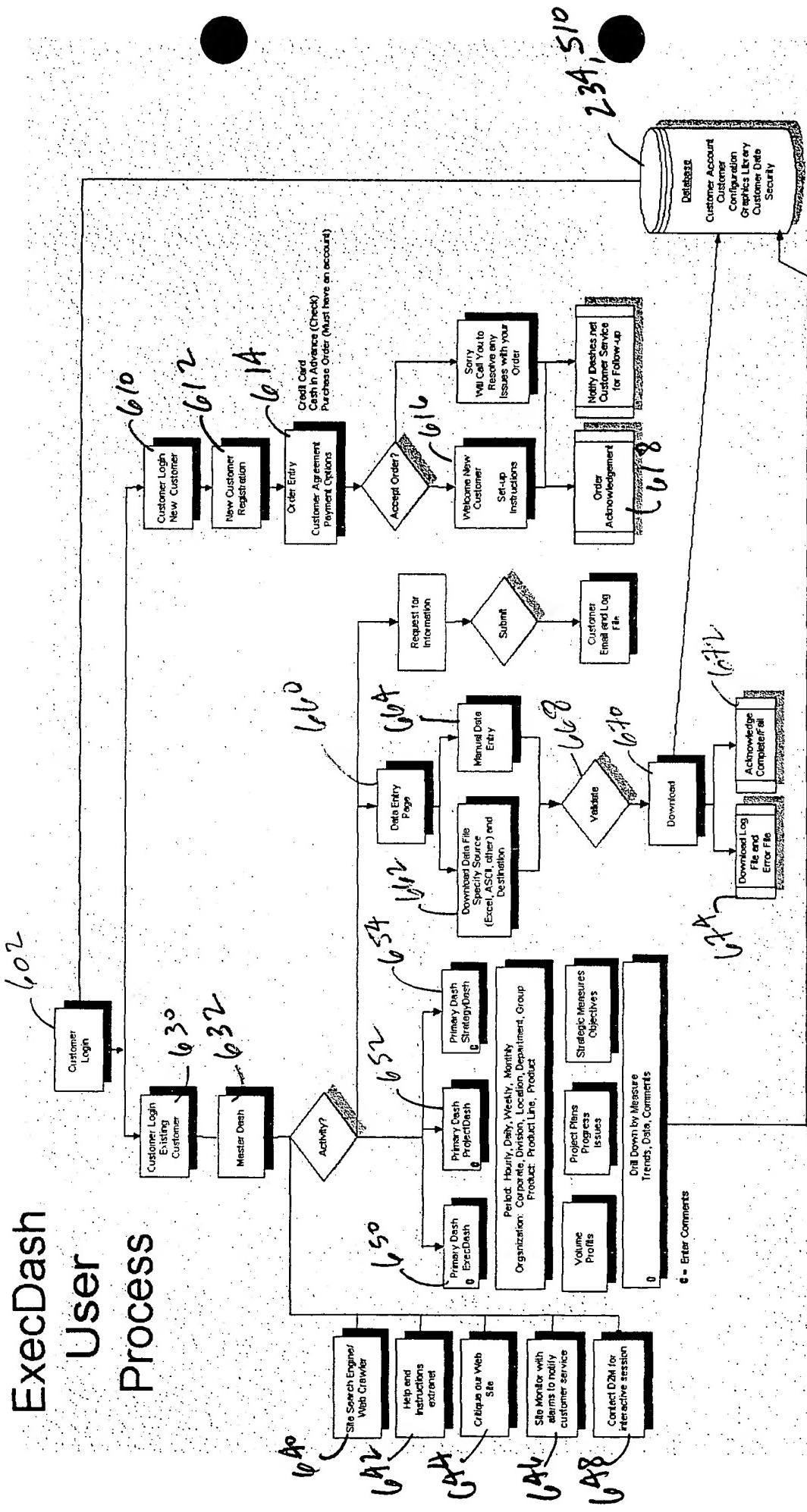
iDashboards.net

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F16.5

ExecDash User Process

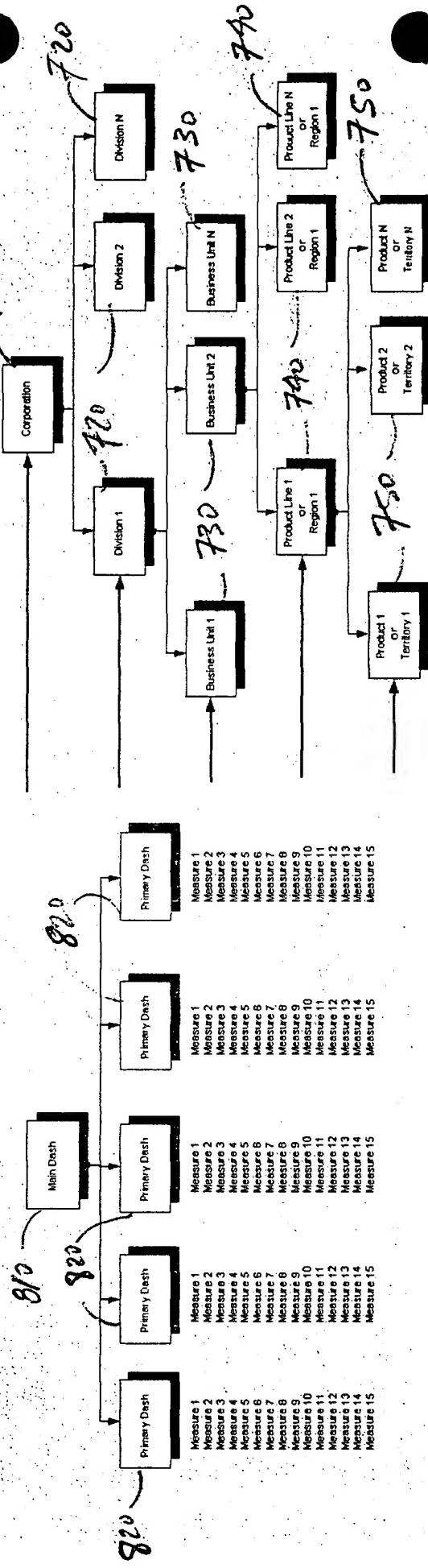


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August 14, 2000
c:\documents and settings\track\project\dash\processes

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Dash Heirarchical Structure



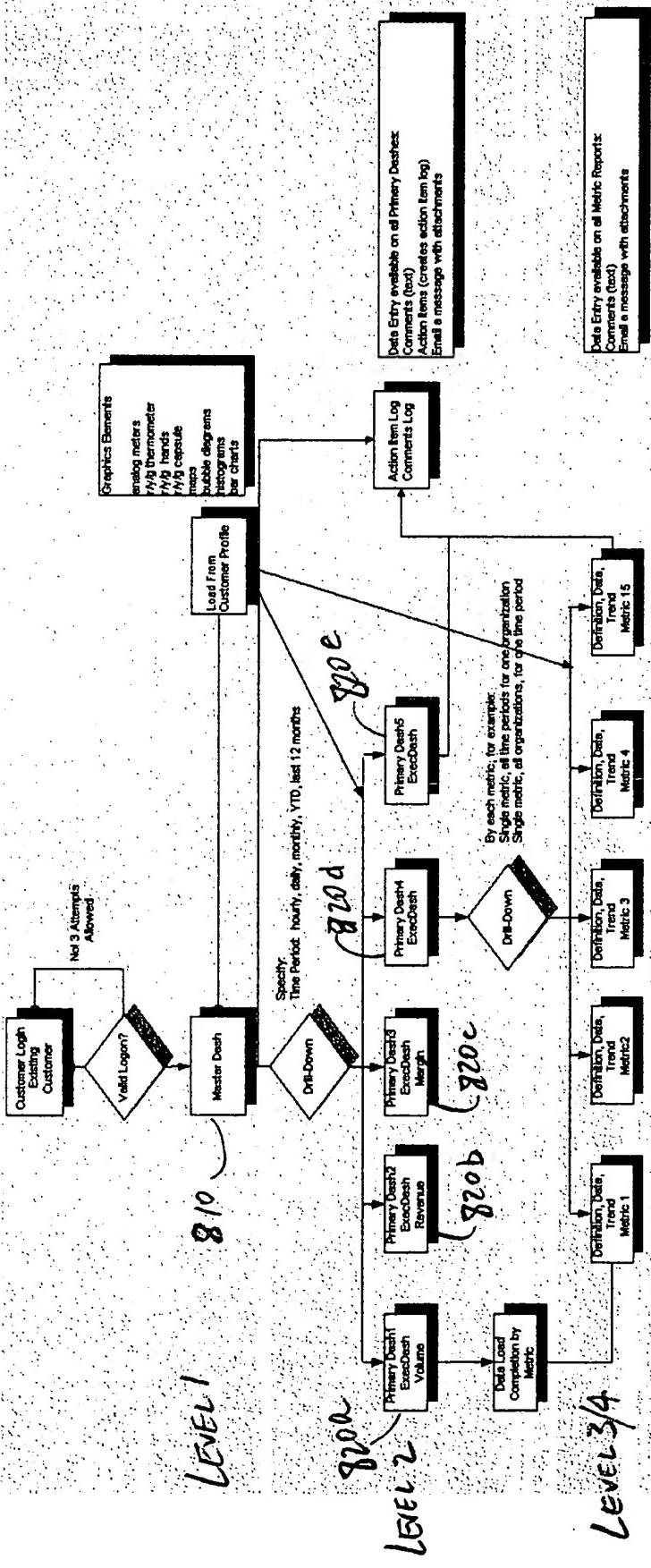
dashless.net

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16.7

iDashboards.net



ABC Corporation
Key Performance Indicators
May 2000

	<u>Actual</u>	<u>Plan</u>	<u>Variance</u>	<u>Last Year</u>	<u>Variance</u>
<u>VOLUME</u>					
Market Share	39.9%	41.3%	-1.4%	39.1%	0.8%
Unit volume	40,235	41,391	(1,156)	39,010	1,225
Sales	\$442,585	\$413,910	\$28,675	\$390,100	\$52,485
<u>PROFIT</u>					
Gross Margin Percent	54.0%	51.6%	2.4%	51.2%	2.8%
Operating Profit Dollars	\$39,157	\$37,252	\$1,905	\$35,109	\$4,048
<u>CASH FLOW/ROI</u>					
Net Cash Flow	\$12,350	\$15,089	(\$2,739)	\$16,732	(\$4,382)
Return on Investment	22.0%	21.2%	0.8%	20.3%	1.7%
<u>SERVICE LEVELS</u>					
Order Fulfillment	91.2%	95.0%	-3.8%	93.1%	-1.9%
Complaint Rate	1.62	1.44	0.18	1.61	0.01
<u>EFFICIENCIES</u>					
Productivity	24.98	21.93	3.05	20.87	4.11
Overhead cost per unit	\$1.12	\$1.05	(\$0.07)	\$1.10	(\$0.02)
<u>NEW PRODUCTS</u>					
New Product Volume - % Total	29.5%	25.0%	4.5%	20.4%	9.1%
Product Pipeline NPV	4,921	4,500	421	3,964	957

Fig. 9

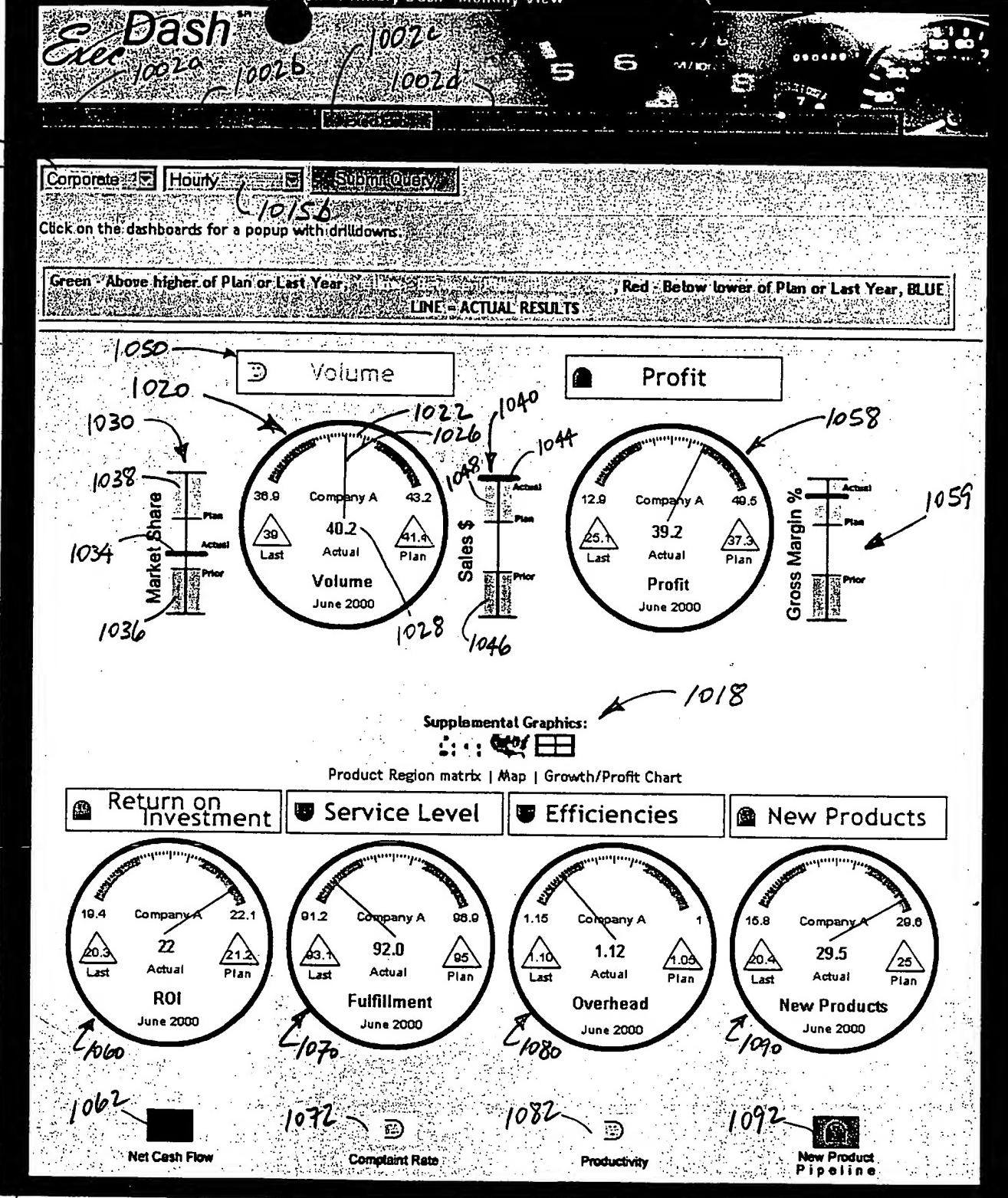
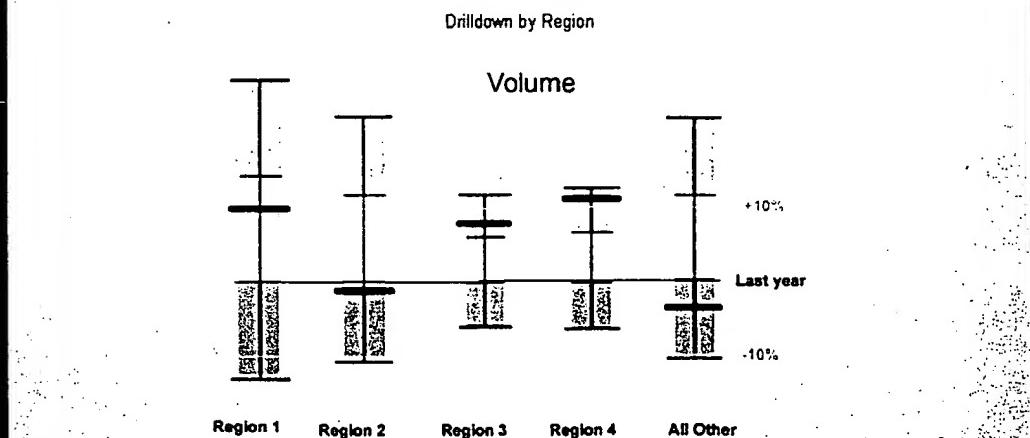
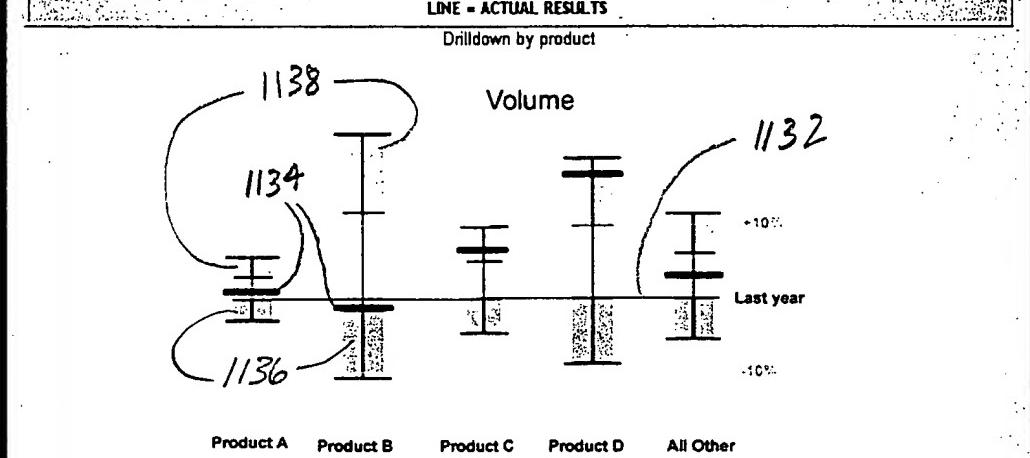
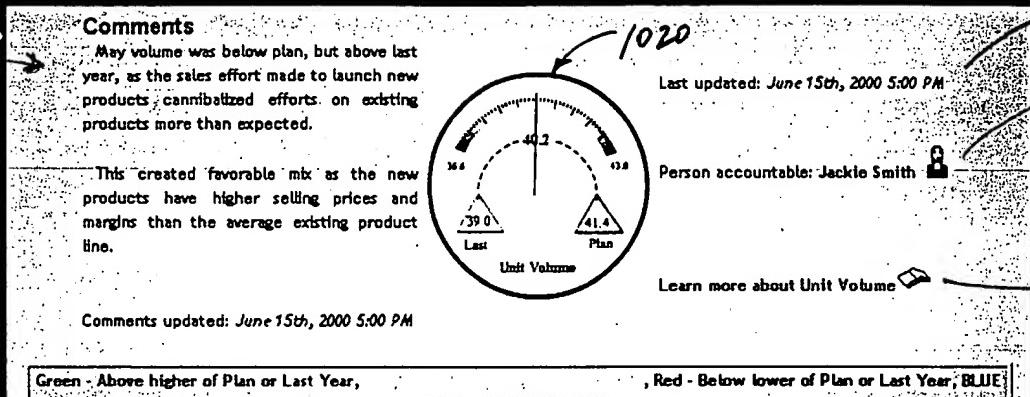


FIG. 10

1002a - Dash 1002b 1002c 1002d



Open Action Items

1160

Measure	When Due	Who	Action Item Description	Status	Who Supervises	Date Initiated	Last Updated
Unit Volume	6/30/00	John Miller	Close sale of Walmart for product B	Pitch completed, decision due by 6/15	Jackie Smith	3/2/00	5/1/00
Unit Volume	5/31/00	Sam Springer	Create revised sales piece for product B	Printing delayed due to last minute changes	Jackie Smith	2/1/00	5/28/00

FIG. 11

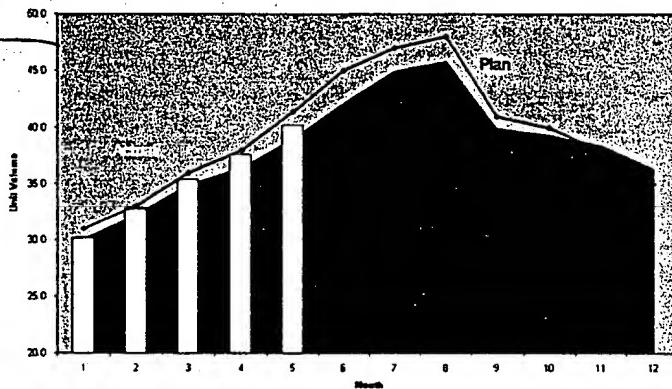


Comments updated: June 15th, 2000 5:00 PM

Definition
UNIT VOLUME represent physical cases for branded case products sold. Excludes specialty items and bulk sales. Includes export sales volumes. Includes only products shipped to customers during the period.

Trend

Volume



1226

Trend Selection

Year-to-date Add 12 month moving average Add 3 month moving average Month Values

Open Action Items

1220

Measure	When Due	Who	Action Item Description	Status	Who Supervises	Date Initiated	Last Updated
Unit Volume	6/30/00	John Miller	Close sale of Walmart for product B	Pitch completed, decision due by 6/15	Jackie Smith	3/2/00	5/1/00
Unit Volume	5/31/00	Sam Springer	Create revised sales piece for product B	Printing delayed due to last minute changes	Jackie Smith	2/1/00	5/28/00

[Link to past action items](#)

Data

1230

Unit Volume	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	YTD
Last Year	30.1	32.2	34.9	36.4	39.0	42.1	44.9	45.8	39.9	39.3	38.4	36.3	459.3	172.6
Plan	31.0	33.0	36.0	38.0	41.4	45.0	47.0	48.0	41.0	40.0	38.0	35.0	473.4	179.4
Actual	30.2	32.8	35.4	37.6	42.2	44.8	47.8	48.8	43.8	41.8	39.8	37.8	476.2	176.2
Variance to Plan	(0.8)	(0.2)	(0.6)	(0.4)	(1.2)									
YTD variance	(0.8)	(1.0)	(1.6)	(2.0)	(3.2)									
% Variance to Last Year	0.3%	1.9%	1.4%	3.3%	3.1%									
YTD % Variance	0.3%	1.1%	1.2%	1.8%	2.1%									

FIG. 12

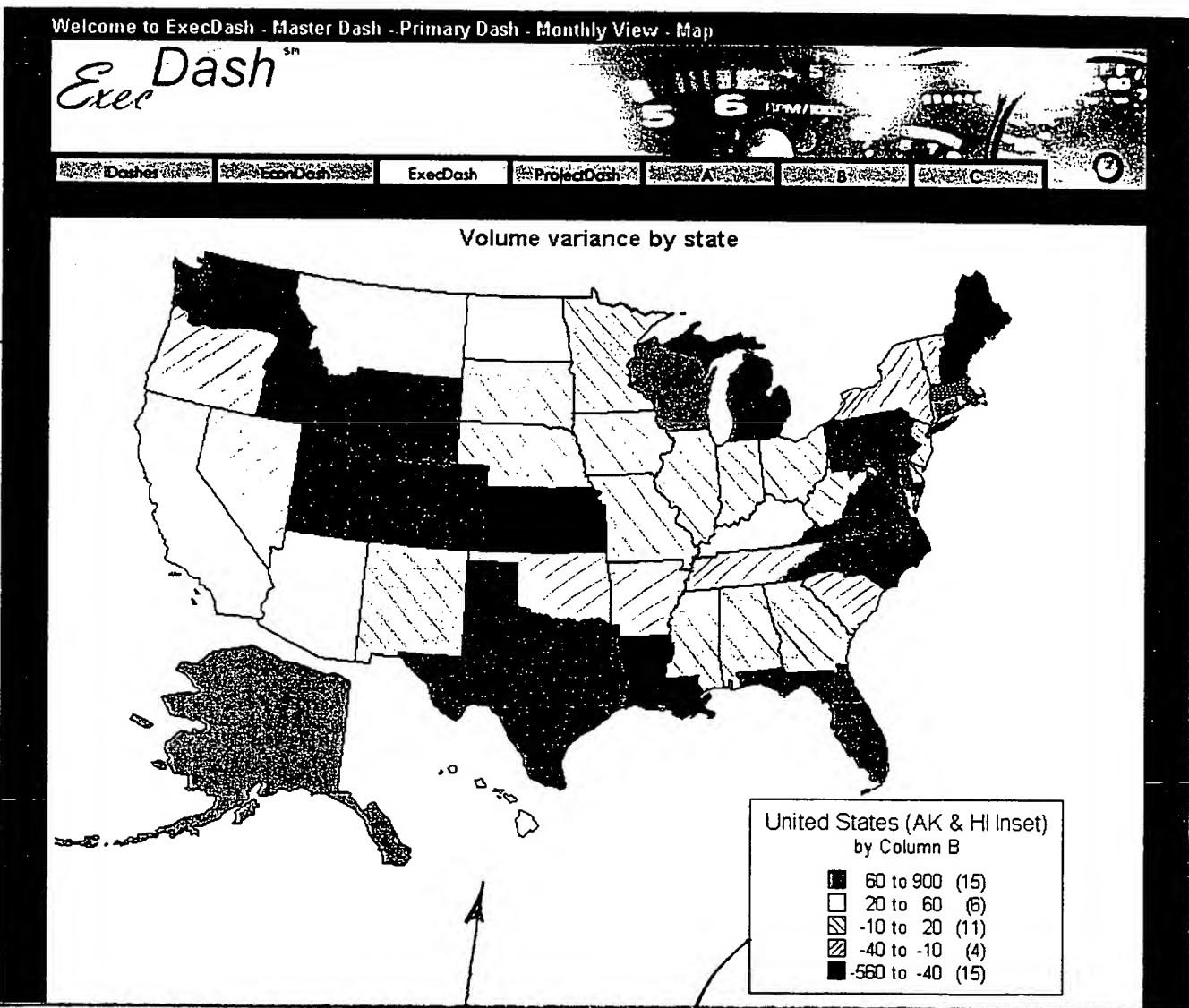


Fig. 13

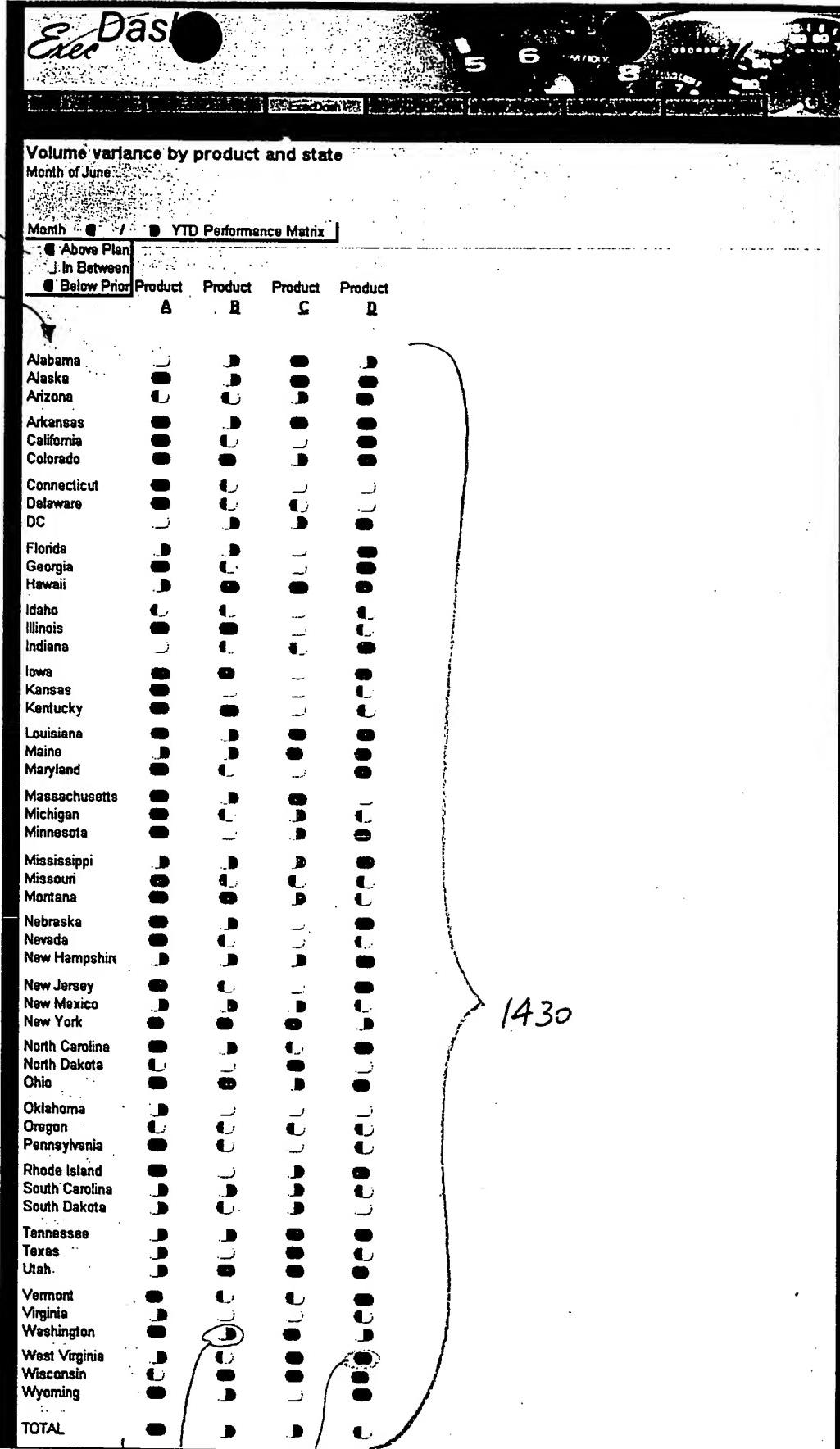


FIG. 14

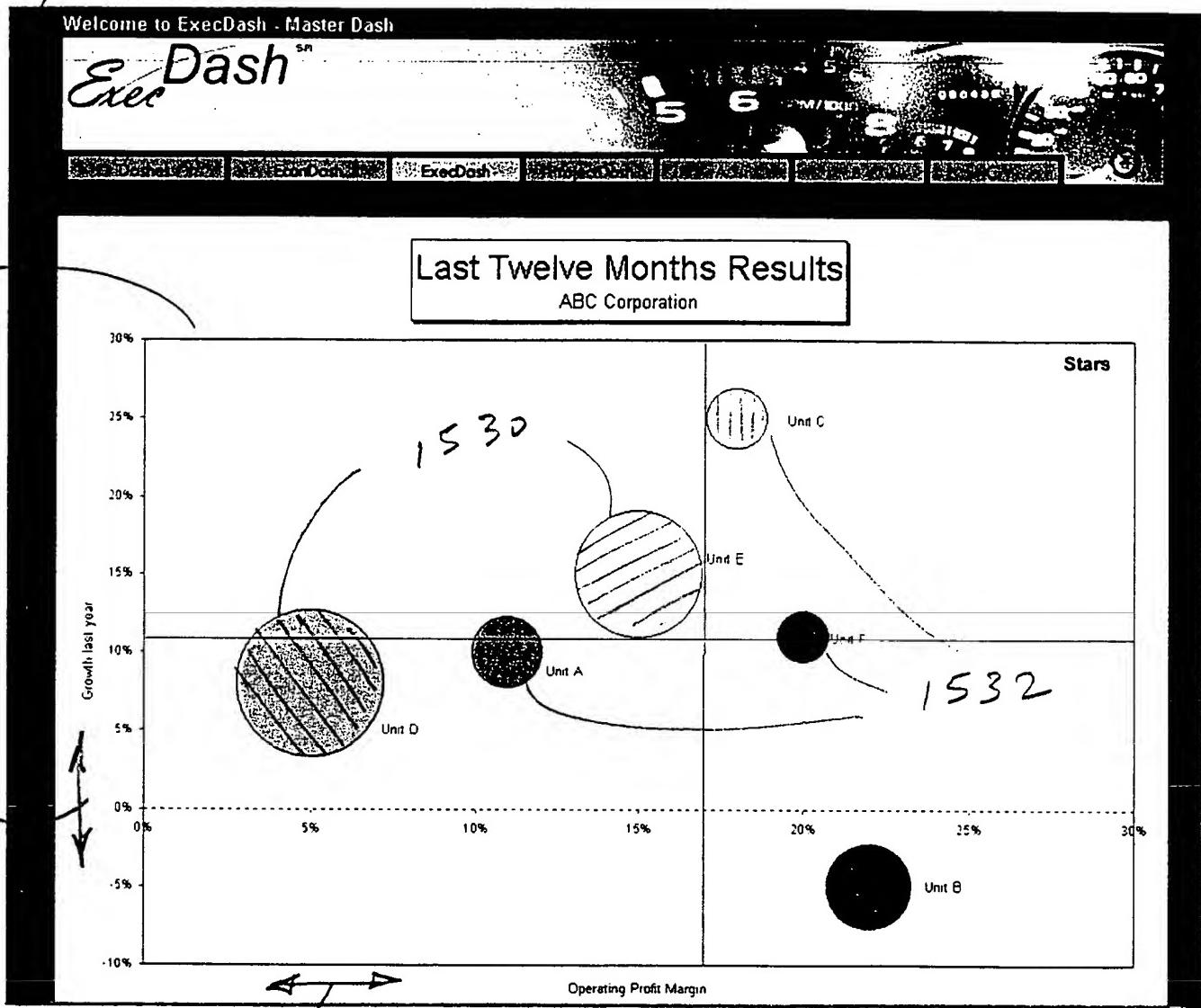


FIG. 15

Welcome to ExecDash Master Dash

Exec Dash



Corporate

Submit Query

President's message

The message from your president of ABC Corporation

We are having an excellent year. Our new product portfolio, including Product D launched several years ago, continues to drive our profit margins and return on investment higher. But we must also focus on the basics! Our order fulfillment and internal efficiencies are just not acceptable. We must get inventory back under control.

posted: June 21, 2000

ABC Corporation Hourly View ExecDash	ABC Corporation Daily View ExecDash	ABC Corporation Monthly View ExecDash	ABC Corporation Year to Date View ExecDash	ABC Corporation Last 12 Months View ExecDash
● Sales	● Sales	● Sales	● Sales	● Sales
● Service	● Profit	● Profit	● Profit	● Profit
● Efficiency	● Service	● Return on Invest	● Return on Invest	● Return on Invest
● New Products	● Efficiency	● Service	● Service	● New Products
Status as of: June 20th, 2000	2:00pm June 20th, 2000	5:00pm June 10th, 2000	1:00pm May 29th, 2000	3:00pm May 18th, 2000
Percent Complete 80%	95%	98%	90%	100%

All Open Action Items

Mission/Vision:

ABC Corporations mission is to deliver innovative products to fill unmet needs in the growing widget market areas. Our vision is to be the most profitable industry player with market share in the top 3, known as a leader in developing new applications for widgets while delivering high quality service.

Mission/Vision: Long-term Objectives:

- Create a world class consumer research capability to develop new ideas annually that will generate new products amounting to 30% of sales
- Ensure high customer service levels, better than other industry participants.
- Ensure year over year double digit growth in volume and profit
- Achieve return on investment goals in top quartile of industry.

Full Strategic Analysis

Key Competitor bulletin boards:

- Competitor 1
- Competitor 2
- Competitor 3
- Competitor 4
- Competitor 5
- Competitor 6
- Competitor 7

Fig. 16

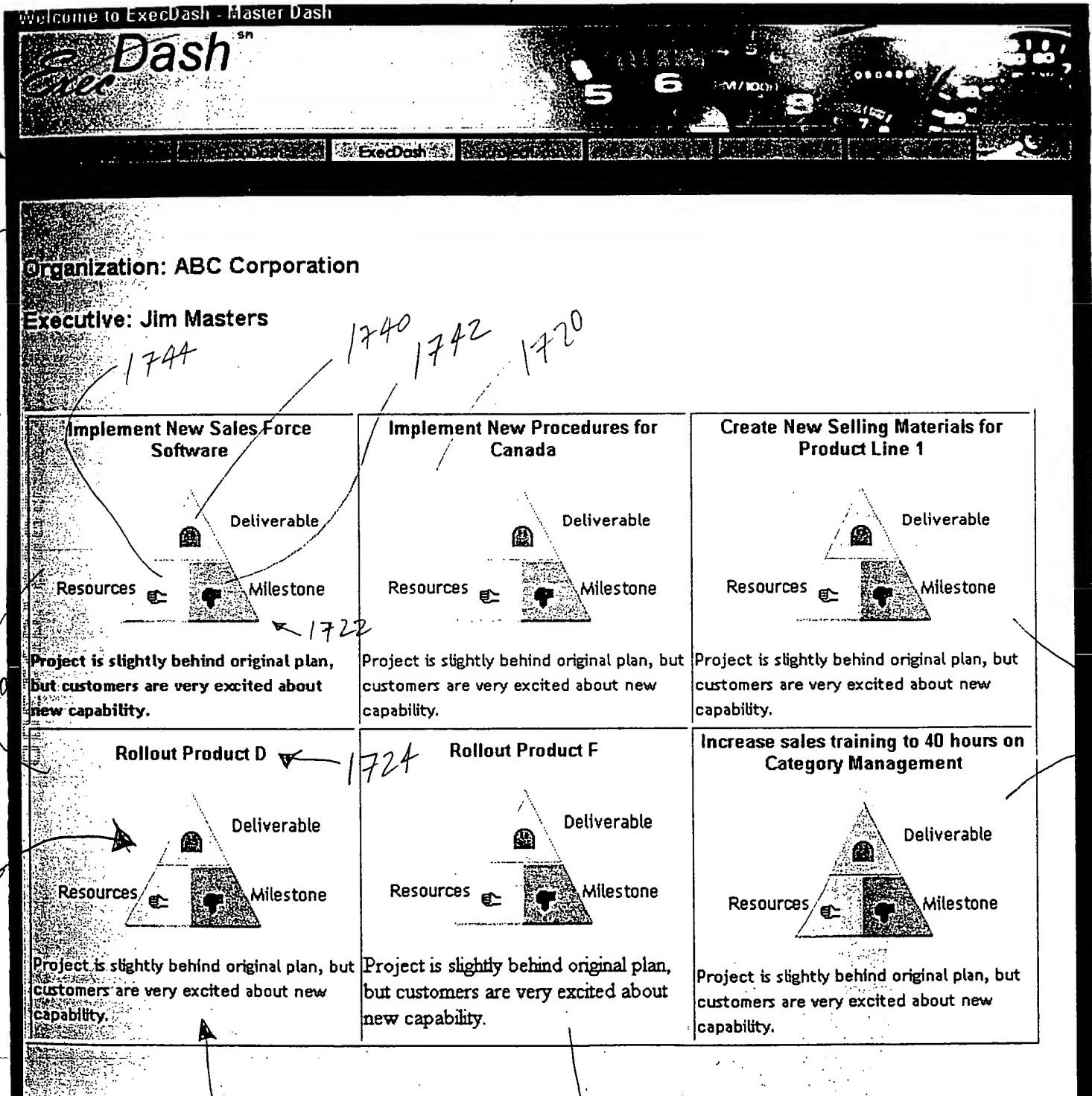


FIG. 17

Project Title: Implement New Sales Force Software

Organization: ABC Corporation

1810

Status:

Project is slightly behind original plan, but
customers are very excited about new capability.



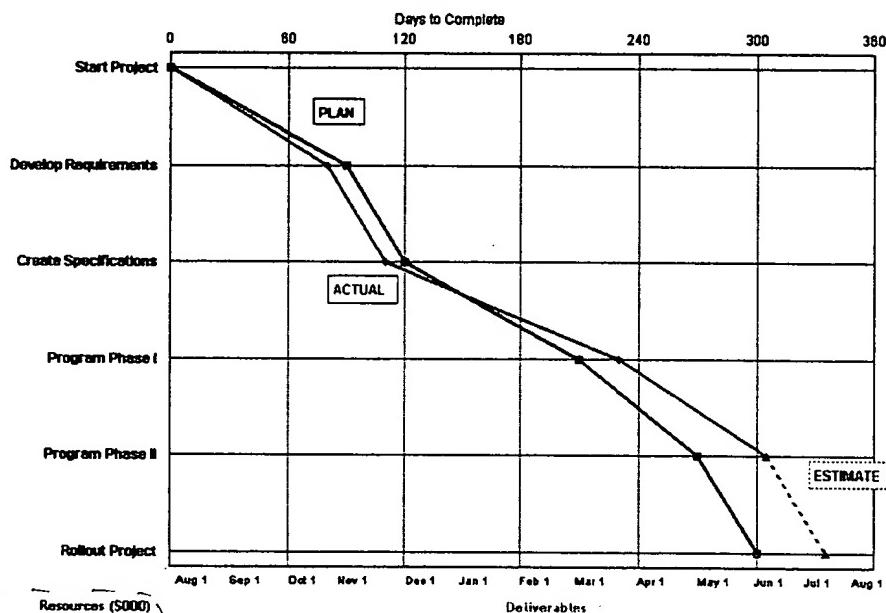
Manager: Jim Masters
email: jim.masters@abccorp.com
Phone: (215) 123-4567

Date Initiated: June 15, 1999

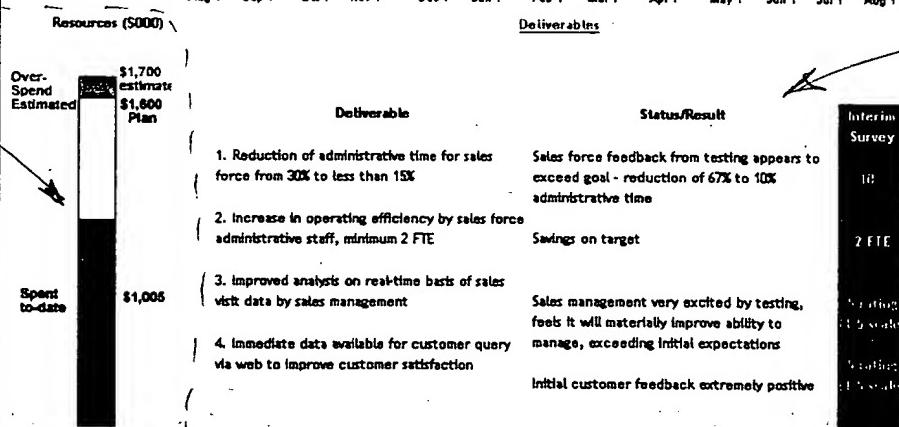
Date updated: June 5, 2000

1814

Milestones



1820



1840

1860

1830

Current Estimate within 10% of original Plan
Final survey to be taken in September, interim survey completed May 25th

Significant Open Issues and Potential Project Risks	Open Action Items
Contract negotiations continue to be on hold due to lack of customer modifications.	Who: _____ What: Freeze contract negotiations Ensure sufficient resources for contract negotiation from current forecast. When: June 1 June 1

1850

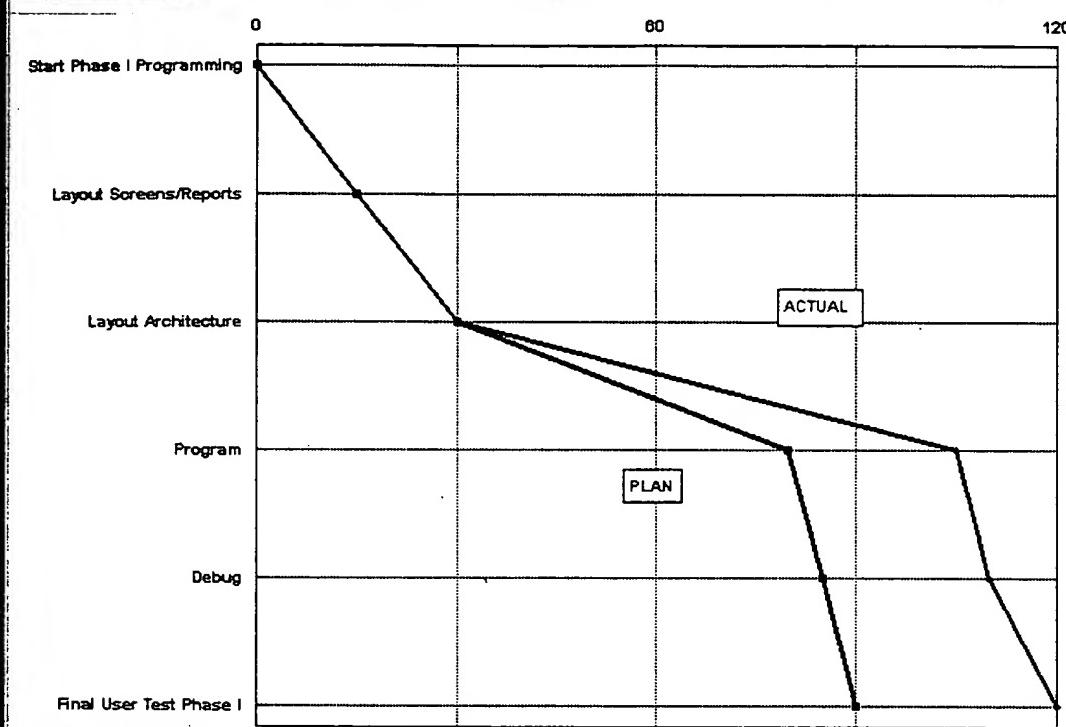
Key Links - Project Plans	Key Links - Resources	Key Links - Minutes/Qualitative
Latest Microsoft Project Plan	Detail spending estimates vs. Plan (excel)	Latest steering team minutes Latest working team minutes

F16.18

Project Title: Implement New Sales Force Software

Project Milestone: Programming Phase I

Organization: ABC Corporation



This Milestone Phase:

Category	Plan Days	Actual Days	Variance	Plan Date	Actual Date	Last Forecast Date
Layout/Screens/Reports						
Layout Architecture						
Program						
Debug						
Final User Test						
Program Phase I Total						

Total Project Recap:

Category	Plan Days	Actual Days	Variance	Plan Date	Actual Date	Last Forecast Date
Develop Requirements						
Create Specifications						
Program Phase II						
Program Phase II Total						
Rollout Project						
Total Project						

1932

FIG. 19

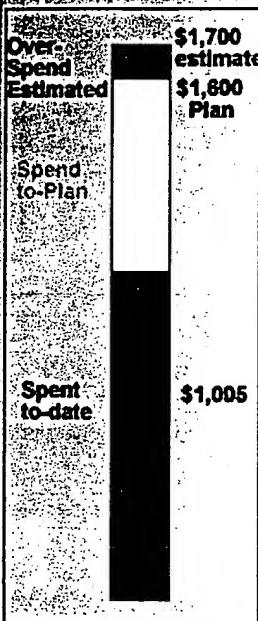
Dashboard

Executive Summary

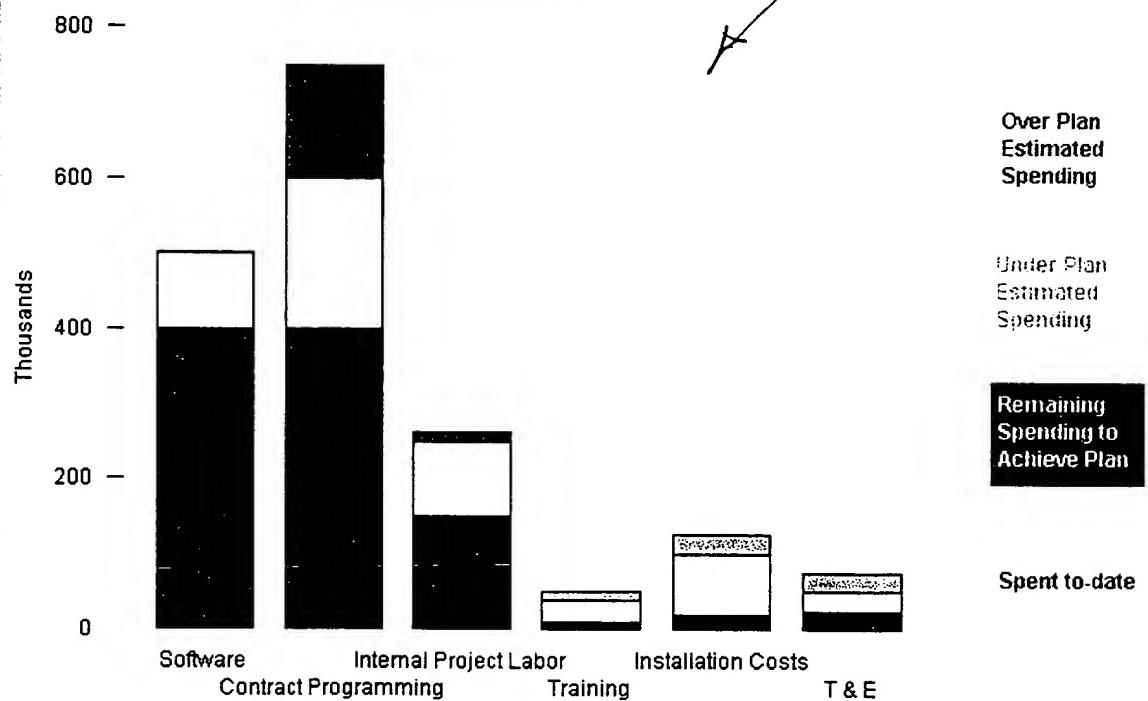
Project Title: Implement New Sales Force Software

Organization: ABC Corporation

Total Project Spending



Project Spending by Category



Category	Plan	Spent To-Date	Forecast	Variance	Last Forecast
Software	500,000	400,000	500,000	0	500,000
Contract Programming	600,000	400,000	750,000	150,000	750,000
Internal Project Labor	250,000	150,000	260,000	10,000	260,000
Training	50,000	10,000	40,000	-10,000	40,000
Installation Costs	125,000	20,000	100,000	-25,000	100,000
T & E	75,000	25,000	50,000	-25,000	50,000
Total	1,600,000	1,005,000	1,700,000	155,000	1,700,000

FIG. 20